

48720-2
6/20/80

POTASH & PHOSPHATE INSTITUTE
QUARTERLY POTASH REPORT SUMMARY
(Short Tons K2O)

JANUARY-MARCH

	CANADIAN PRODUCERS			UNITED STATES PRODUCERS			TOTAL CANADIAN & U.S. PRODUCERS		
	1989	1988	Change %	1989	1988	Change %	1989	1988	Change %
Beginning Inventory	1,495,149	1,251,312	19.5%	265,021	160,182	65.4%	1,760,170	1,411,494	24.7%
(+) Production	2,327,753	2,436,198	-4.5%	417,513	424,952	-1.8%	2,745,266	2,861,150	-4.1%
(-) Ending Inventory	2,058,358	1,373,727	49.8%	309,195	178,268	73.4%	2,367,553	1,551,995	52.5%
(=) Total Disappearance	1,764,544	2,313,783	-23.7%	373,339	406,866	-8.2%	2,137,883	2,720,649	-21.4%
(-) Exports	701,894	1,003,630	-30.1%	87,637	123,983	-29.3%	789,531	1,127,613	-30.0%
(=) Disappearance-Canada & United States	1,062,650	1,310,153	-18.9%	285,702	282,883	1.0%	1,348,352	1,593,036	-15.4%

POTASH & PHOSPHATE INSTITUTE
QUARTERLY REPORT OF POTASH PRODUCTION, INVENTORY, DISAPPEARANCE & SALES
TOTAL BY U. S. AND CANADIAN PRODUCERS
(Short Tons K2O)

JANUARY-MARCH QUARTER, 1989 & 1988

	PRODUCTION		ENDING INVENTORY, March 31				DISAPPEARANCE	
	1989	JAN-MAR 1988	MINE SITE	OFFSITE	1989	1988	1989	JAN-MAR 1988
MURIATE								
Special Standard	56,041	47,769	18,076	19,300	37,376	33,166	42,368	60,493
Standard	771,641	847,746	409,037	148,473	557,510	430,619	669,778	903,357
Chemical	35,197	22,696	12,874	4,600	17,474	8,714	25,157	21,366
Coarse	750,227	776,674	250,016	639,949	889,965	420,287	434,418	672,119
Granular	855,668	903,344	334,617	312,640	647,257	493,980	710,060	836,311
Soluble	206,503	192,781	57,586	104,355	161,941	129,422	177,838	151,516
Sulphates	<u>69,989</u>	<u>70,140</u>	<u>36,123</u>	<u>19,907</u>	<u>56,030</u>	<u>35,807</u>	<u>78,264</u>	<u>75,487</u>
TOTAL:	2,745,266	2,861,150	1,118,329	1,249,224	2,367,553	1,551,995	2,137,883	2,720,649

	AGRICULTURAL SALES				NON-AGRICULTURAL SALES				TOTAL AG & NON-AG SALES	
	U.S. & CANADA		EXPORTS		U.S. & CANADA		EXPORTS		JANUARY-MARCH	
	1989	JAN-MAR 1988	1989	JAN-MAR 1988	1989	JAN-MAR 1988	1989	JAN-MAR 1988	1989	1988
MURIATE										
Special Std	17	15	39,985	46,600	-	-	-	-	40,002	46,615
Standard	117,601	106,612	487,598	743,109	65,669	67,241	953	333	671,821	917,295
Chemical	-	-	-	-	20,791	14,337	1,055	624	21,846	14,961
Coarse	462,180	638,191	43,370	62,526	-	-	-	-	505,550	700,717
Granular	481,577	553,653	138,021	197,988	-	-	-	-	619,598	751,641
Soluble	91,806	97,769	30,738	24,885	33,250	29,620	19,371	23,932	175,165	176,206
Sulphates	<u>49,285</u>	<u>48,112</u>	<u>28,440</u>	<u>27,588</u>	<u>1,576</u>	<u>1,851</u>	<u>-</u>	<u>28</u>	<u>79,301</u>	<u>77,579</u>
TOTAL:	1,202,466	1,444,352	768,152	1,102,696	121,286	113,049	21,379	24,917	2,113,283	2,685,014

Note: Exports are listed on reverse.

POTASH & PHOSPHATE INSTITUTE
QUARTERLY EXPORT SALES - NORTH AMERICAN PRODUCERS - (Short Tons K2O)

JANUARY-MARCH, 1989

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
Australia	13	12,287	53,766	0	0	66,066
Bangladesh	21,177	0	0	0	0	21,177
Belize	0	0	727	0	0	727
Brazil	19,141	7,804	21,588	0	0	48,533
Chile	22,858	0	0	0	3,807	26,665
China	131,902	0	0	0	13,947	145,849
Columbia	11,839	6,822	0	0	684	19,345
Costa Rica	5,289	0	2,677	0	2,934	10,900
Denmark	20,846	0	0	0	0	20,846
Dom. Republic	0	0	14,481	13	235	14,729
France	18,831	0	0	0	0	18,831
Holland	0	0	4,987	0	0	4,987
India	751	0	0	0	0	751
Indonesia	23,462	0	0	0	0	23,462
Ireland	0	0	2,719	0	0	2,719
Jamaica	0	0	2,316	0	0	2,316
Japan	30,745	16,457	19,310	30,005	3,919	100,436
Korea	47,248	0	0	0	0	47,248
Malaysia	65,370	0	0	0	0	65,370
Martinique	0	0	264	0	0	264
Mexico	15,546	0	0	0	338	15,884
New Zealand	29,165	0	10,923	720	4	40,812
Nigeria	8,905	0	0	0	0	8,905
Norway	10,692	0	0	0	0	10,692
Peru	7,220	0	0	0	2,275	9,495
Philippines	7,412	0	0	0	0	7,412
Puerto Rico	0	0	0	0	11	11
South Africa	4,441	0	0	0	0	4,441
Sri Lanka	14,127	0	0	0	266	14,393
Switzerland	10,562	0	0	0	0	10,562
Taiwan	41	0	0	0	20	61
Venezuela	0	0	4,263	0	0	4,263
TOTAL AG:	527,583	43,370	138,021	30,738	28,440	768,152
NON-AGRICULTURAL						
Argentina	41	-	-	0	0	41
Japan	550	-	-	13,757	0	14,307
Korea	274	-	-	5,614	0	5,888
Mexico	940	-	-	0	0	940
Pakistan	26	-	-	0	0	26
Taiwan	51	-	-	0	0	51
United Kingdom	126	-	-	0	0	126
TOTAL NON-AG:	2,008	-	-	19,371	0	21,379
TOTAL EXPORTS	529,591	43,370	138,021	50,109	28,440	789,531

POTASH & PHOSPHATE INSTITUTE
 QUARTERLY REPORT OF POTASH PRODUCTION, INVENTORY, DISAPPEARANCE & SALES
 BY CANADIAN PRODUCERS
 (Short Tons K2O)

JANUARY-MARCH QUARTER, 1989 & 1988

	PRODUCTION		ENDING INVENTORY, March 31				DISAPPEARANCE	
	1989	JAN-MAR 1988	MINE SITE	OFFSITE	1989	1988	1989	JAN-MAR 1988
MURIATE								
Special Standard	56,041	47,769	18,076	19,300	37,376	33,166	42,368	60,493
Standard	654,699	725,424	282,107	148,473	430,580	373,619	572,891	789,552
Chemical	33,448	20,222	11,903	4,600	16,503	7,195	22,707	19,281
Coarse	707,556	736,072	227,499	639,949	867,448	416,407	393,721	631,862
Granular	680,150	731,838	239,815	310,883	550,698	422,014	567,097	672,234
Soluble	<u>195,859</u>	<u>174,873</u>	<u>51,398</u>	<u>104,355</u>	<u>155,753</u>	<u>121,326</u>	<u>165,760</u>	<u>140,361</u>
TOTAL:	2,327,753	2,436,198	830,798	1,227,560	2,058,358	1,373,727	1,764,544	2,313,783

	AGRICULTURAL SALES				NON-AGRICULTURAL SALES				TOTAL AG & NON-AG SALES	
	U.S. & CANADA		EXPORTS		U.S. & CANADA		EXPORTS		JANUARY-MARCH	
	1989	JAN-MAR 1988	1989	JAN-MAR 1988	1989	JAN-MAR 1988	1989	JAN-MAR 1988	1989	1988
MURIATE										
Special Std	17	15	39,985	46,600	-	-	-	-	40,002	46,615
Standard	69,228	69,451	470,139	710,460	36,215	31,200	12	-	575,594	811,111
Chemical	-	-	-	-	18,381	12,367	1,015	624	19,396	12,991
Coarse	429,173	600,116	36,548	62,102	-	-	-	-	465,721	662,218
Granular	365,642	449,795	104,099	135,137	-	-	-	-	469,741	584,932
Soluble	<u>81,556</u>	<u>89,690</u>	<u>30,725</u>	<u>24,885</u>	<u>31,296</u>	<u>26,947</u>	<u>19,371</u>	<u>23,822</u>	<u>162,948</u>	<u>165,344</u>
TOTAL:	945,616	1,209,067	681,496	979,184	85,892	70,514	20,398	24,446	1,733,402	2,283,211

Note: Exports are listed on reverse.

POTASH & PHOSPHATE INSTITUTE
QUARTERLY EXPORT SALES - CANADIAN PRODUCERS - (Short Tons K2O)

JANUARY-MARCH, 1989

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	TOTAL
Australia	13	12,287	53,766	0	66,066
Bangladesh	21,177	0	0	0	21,177
Brazil	16,001	7,804	14,045	0	37,850
Chile	22,197	0	0	0	22,197
China	128,583	0	0	0	128,583
Columbia	3,771	0	0	0	3,771
Costa Rica	4,033	0	0	0	4,033
Denmark	20,846	0	0	0	20,846
France	18,831	0	0	0	18,831
Holland	0	0	4,987	0	4,987
India	751	0	0	0	751
Indonesia	23,462	0	0	0	23,462
Ireland	0	0	2,719	0	2,719
Jamaica	0	0	2,316	0	2,316
Japan	30,745	16,457	15,343	30,005	92,550
Korea	47,248	0	0	0	47,248
Malaysia	65,370	0	0	0	65,370
Mexico	14,531	0	0	0	14,531
New Zealand	29,165	0	10,923	720	40,808
Nigeria	8,905	0	0	0	8,905
Norway	10,692	0	0	0	10,692
Peru	7,220	0	0	0	7,220
Philippines	7,412	0	0	0	7,412
South Africa	4,441	0	0	0	4,441
Sri Lanka	14,127	0	0	0	14,127
Switzerland	10,562	0	0	0	10,562
Taiwan	41	0	0	0	41
TOTAL AG:	510,124	36,548	104,099	30,725	681,496
 <u>NON-AGRICULTURAL</u>					
Japan	550	-	-	13,757	14,307
Korea	274	-	-	5,614	5,888
Pakistan	26	-	-	0	26
Taiwan	51	-	-	0	51
United Kingdom	126	-	-	0	126
TOTAL NON-AG:	1,027	-	-	19,371	20,398
 TOTAL EXPORTS	 511,151	 36,548	 104,099	 50,096	 701,894

POTASH & PHOSPHATE-INSTITUTE
QUARTERLY REPORT OF POTASH PRODUCTION, INVENTORY, DISAPPEARANCE & SALES
BY U. S. PRODUCERS
(Short Tons K2O)

JANUARY-MARCH QUARTER, 1989 & 1988

	PRODUCTION		ENDING INVENTORY, March 31				DISAPPEARANCE	
	1989	JAN-MAR 1988	MINE SITE	OFFSITE	1989	1988	1989	JAN-MAR 1988
MURIATE								
Standard	116,942	122,322	126,930	-	126,930	57,000	96,887	113,805
Chemical	-	2,474	971	-	971	1,519	2,450	2,085
Coarse	42,671	40,602	22,517	-	22,517	3,880	40,697	40,257
Granular	175,518	171,506	94,802	1,757	96,559	71,966	142,963	164,077
Soluble	10,644	17,908	6,188	-	6,188	8,096	12,078	11,155
Sulphates	<u>69,989</u>	<u>70,140</u>	<u>36,123</u>	<u>19,907</u>	<u>56,030</u>	<u>35,807</u>	<u>78,264</u>	<u>75,467</u>
TOTAL:	417,513	424,952	287,531	21,664	309,195	178,268	373,339	406,866

	AGRICULTURAL SALES				NON-AGRICULTURAL SALES				TOTAL AG & NON-AG SALES	
	U.S. & CANADA		EXPORTS		U.S. & CANADA		EXPORTS		JANUARY-MARCH	
	1989	JAN-MAR 1988	1989	JAN-MAR 1988	1989	JAN-MAR 1988	1989	JAN-MAR 1988	1989	1988
MURIATE										
Standard	48,373	37,161	17,459	32,649	29,454	36,041	941	333	96,227	106,184
Chemical	-	-	-	-	2,410	1,970	40	-	2,450	1,970
Coarse	33,007	38,075	6,822	424	-	-	-	-	39,829	38,499
Granular	115,935	103,858	33,922	62,851	-	-	-	-	149,857	166,709
Soluble	10,250	8,079	13	-	1,954	2,673	-	110	12,217	10,862
Sulphates	<u>49,285</u>	<u>48,112</u>	<u>28,440</u>	<u>27,588</u>	<u>1,576</u>	<u>1,851</u>	<u>-</u>	<u>28</u>	<u>79,301</u>	<u>77,579</u>
TOTAL:	256,850	235,285	86,656	123,512	35,394	42,535	981	471	379,881	401,803

Note: Exports are listed on reverse.

POTASH & PHOSPHATE INSTITUTE
QUARTERLY EXPORT SALES - U.S. PRODUCERS - (Short Tons K2O)

JANUARY-MARCH, 1989

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
Belize	0	0	727	0	0	727
Brazil	3,140	0	7,543	0	0	10,683
Chile	661	0	0	0	3,807	4,468
China	3,319	0	0	0	13,947	17,266
Columbia	8,068	6,822	0	0	684	15,574
Costa Rica	1,256	0	2,677	0	2,934	6,867
Dom. Republic	0	0	14,481	13	235	14,729
Japan	0	0	3,967	0	3,919	7,886
Martinique	0	0	264	0	0	264
Mexico	1,015	0	0	0	338	1,353
New Zealand	0	0	0	0	4	4
Peru	0	0	0	0	2,275	2,275
Puerto Rico	0	0	0	0	11	11
Sri Lanka	0	0	0	0	266	266
Taiwan	0	0	0	0	20	20
Venezuela	0	0	4,263	0	0	4,263
TOTAL AG:	17,459	6,822	33,922	13	28,440	86,656
NON-AGRICULTURAL						
Argentina	41	-	-	0	0	41
Mexico	940	-	-	0	0	940
TOTAL NON-AG:	981	-	-	0	0	981
TOTAL EXPORTS	18,440	6,822	33,922	13	28,440	87,637